

FIND YOUR FUTURE HERE



College of San Mateo



smccd.edu/careers



START HERE... GO ANYWHERE

By attending one of our three Colleges —
Cañada College, College of San Mateo or
Skyline College — you will be taking the
first step on a journey that can take you
anywhere you want to go.



Whether you are interested in auto mechanics or accounting, fire science or fashion, biotech or accounting — or even if you're not sure what you want to do — we have classes and degree programs that can lead to a successful, productive and fulfilling future. As a student at one of our three Colleges, you will benefit from small classes, individualized attention, and an extensive array of student support services.

Located between San Francisco and the Silicon Valley, the Colleges of the San Mateo County Community College District serve more than 40,000 students each year and offer the first two years of instruction in a wide variety of transfer

programs as well as more than 60 career-technical programs. Students can earn either Associate in Arts or Science degrees or receive Certificates of Achievement in their chosen fields.

HOW TO USE THIS GUIDE

This guide is a resource tool that provides information about the wide variety of programs and areas of study at our Colleges and the careers to which they can lead. With more than 150 job opportunities listed, we're certain you'll find a career that interests you. To help you choose, we also have included information on annual salary ranges for each job listed, as well as an estimate of the level of demand for jobs in San Mateo County and the surrounding region. A colored logo on the chart indicates the College at which you may earn an associate degree or certificate, prepare for license exams, or prepare to enter the workforce.

After reviewing this guide, if you want more information on a particular area of study, we invite you to visit: smccd.edu/careers. If you would like to see all the degrees and certificates we offer, please visit <http://smccd.edu/degrees-and-programs>

ADMISSIONS

Anyone who is a high school graduate or who has passed the California High School Proficiency or General Educational Development Exam, or is 18 years of age or older is eligible to attend our Colleges. High school students can also attend our Colleges as "concurrently enrolled" students; please see our website for more information about this program: smccd.edu/collegeconnection

If you have never attended our Colleges, or if you have not attended in the past year, you must complete an application for admission as soon as possible. Applications are processed in the order in which they are received. Incomplete applications are returned unprocessed, resulting in a delay in your admission to the College, and that may reduce the possibility of enrolling in your desired courses.

Once your application has been accepted, you will receive information about counseling, placement testing, and orientation sessions available before your registration date. To complete an application to any one of our three Colleges, visit us on the web at: smccd.edu/apply

COSTS & FINANCIAL AID

Community colleges are “tuition free” for California residents and enrollment fees are among the lowest in the nation. Compare that to the cost of private technical colleges or training institutes and you will immediately see that you can save thousands of dollars. And, students who plan to transfer to four-year universities as juniors can realize similar savings. So, attending one of our three Colleges is, without a doubt, the best deal in higher education.

Financial assistance is available to students of all income levels. Funding comes in the form of grants, work-study opportunities, scholarships and loans from the state and federal government, lending institutions and our Foundation.

Nearly 30% percent of all our students receive some form of financial aid, and we annually award more than \$10 million in scholarships and grants. To find out if you are eligible for financial aid as well as to find information on what types of

grants and loans are available, visit on the web at: smccd.edu/financialaid

STUDENT LIFE

Students at any of our three Colleges can experience a vibrant campus life to complement their classroom learning. There are dozens of clubs and organizations to choose from at each College, as well as activities such as athletic events, concerts, dance performances, and other cultural events. There are also opportunities to develop leadership skills through participation in student government activities.

Our student service experts can help you with all aspects of college life. If you need assistance with admissions, educational and career planning, financial aid, tutoring, student employment, internships or childcare, you will find our professional and friendly staff ready to help. We also provide a variety of programs for students with special needs.

LEARN MORE

To learn more about the careers and jobs described in this booklet, visit: smccd.edu/careers

To find out more about our Colleges including class schedules, student services, applications procedures, campus life, etc., visit us online:

Cañada College

canadacollege.edu

College of San Mateo

collegeofsanmateo.edu

Skyline College

skylinecollege.edu

APPLY NOW

To apply for admission today, visit us on the web at: smccd.edu/apply



**Community colleges are “tuition free”
for California residents and enrollment
fees are among the lowest in the nation.**

AREA OF STUDY

CAREER DESCRIPTIONS

CAREER OPPORTUNITIES

ANNUAL SALARY

REGIONAL DEMAND

Accounting



Accounting offers an interesting and rewarding career to people who can work with numbers, focus on details, use a computer, and work as part of a team. There is a strong demand for accounting assistants, and you can advance in your career by demonstrating your skills on the job. The CSM accounting program offers the classes required to complete the education requirements for the CPA exam and Enrolled Agent exam. However, a bachelor's degree (any subject) is required to sit for the CPA exam. The Cañada accounting program offers courses needed to complete the requirements for the Professional Bookkeeper exam.

Accounting Assistant	\$30,084–\$68,201	
Accounting Technician	\$30,084–\$68,201	
Bookkeeper	\$30,084–\$68,201	
CPA Exam (CSM and Skyline only. Note: bachelor's degree required to sit for exam)	\$50,405–\$131,937	
Enrolled Agent (CSM and Skyline only)	\$50,405–\$131,937	
Tax Preparer	\$26,012–\$86,486	

Administration of Justice



A degree or certificate in Administration of Justice can lead to a variety of law enforcement and related criminal justice careers both in the private and public sector at the local, state, and federal level. Levels of jobs include police officer, parole surveillance officer, correctional officer and loss prevention specialist. Other options include INS agent, customs agent, prison guard, or private detective.

Police and Sheriff's, Patrol Officers	\$76,746–\$119,001	
Correctional Officers and Jailers	\$52,463–\$80,501	
Private Detectives and Investigators	\$35,727–\$128,079	
Homeland Security Agent	\$38,723–\$134,736	
Loss Prevention Specialist	\$20,250–\$79,864	
Private Security Officer	\$20,313–\$42,863	

Alcohol and other Drug Studies



This program prepares students to work with alcohol and other drug dependent populations, and the family and employer of chemically dependent persons. Career opportunities exist in in-patient and out-patient settings.

Substance Abuse and Behavioral Counselor	\$27,159–\$69,290	
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AREA OF STUDY

CAREER DESCRIPTIONS

CAREER OPPORTUNITIES

ANNUAL SALARY

REGIONAL DEMAND

Automotive Technology



Your Career Path in Auto Technology at Skyline College can be exiting and rewarding. There is a strong demand for jobs in the automotive and transportation field. Employment in the industry ranges from work in dealerships, private and public fleets, independent repair facilities, mass merchandisers and automotive parts stores. Work is also available in the growing alternative and green technology movement. The AS Degree and Certificates have been NATEF Certified since 1989. The program offerings include a Career Advancement Academy, (Entry Level Program with Internships) Smog Check Training (Entry Level to License Renewal Update) and Hybrid and EV Training (Basic to Advanced). Admission to this program requires a supplementary application and students may not begin core courses until they are admitted.

Automotive Technician

\$25,625–\$78,184



Biotechnology



Biotech technicians perform experiments and assays, manufacture products, or assist with research. They also observe and document safe practices, quality assurance, record keeping and compliance with government regulations.

Biotech Technician

\$34,814–\$82,794



Building Inspection



This career includes review and interpretation of construction plans and diagrams for compliance with codes and ordinances; and inspection of residential, commercial, and industrial buildings during and after construction.

Building Inspector

\$50,444–\$110,248



Visit smccd.edu/careers for more information about any of the programs listed in this booklet.



AREA OF STUDY

Business/Information Processing



CAREER DESCRIPTIONS

Career opportunities for business students are diverse and many. The various degree and certificate programs offered by the Colleges prepare students for careers in business administration and management, sales and marketing, retailing, finance, and international trade in a variety of industries, at many levels of work experience.



Computer/Information Science



Career opportunities include: computer maintenance technician, computer operator, database specialist, documentation specialist, information specialist, Local Area Network (LAN) administrator, PC specialist, programmer, software engineer or technician, systems analyst, systems test engineer, technician support representative, computer sales, and home office/small business computer security specialist.

CAREER OPPORTUNITIES

ANNUAL SALARY

REGIONAL DEMAND

CAREER OPPORTUNITIES	ANNUAL SALARY	REGIONAL DEMAND
Business		
Marketing Professional	\$62,725–\$180,200	
Human Resources Assistant	\$29,877–\$64,339	
Executive Assistant	\$40,994–\$91,779	
First-line Manager and Supervisor	\$39,272–\$94,933	
Buyer	\$33,559–\$89,208	
Sales Representative	\$32,950–\$146,858	
Customer Service Representative	\$24,909–\$66,870	
Secretary and Administrative Assistant	\$26,307–\$60,328	
Administrative Support Assistant/General Office	\$20,823–\$58,238	
Office Manager (small business)	\$39,272–\$94,933	
Information Processing		
Computer/Office Assistant: Computer/Database & Spreadsheet Functions, Data Entry & Processing	\$23,287–\$51,689	
Computer Software Technician	\$85,167–\$172,769	
Network Technician (Skyline only)	\$54,639–\$134,714	
Network Support Specialist	\$45,609–\$125,759	
Network Security Specialist (Skyline only)	\$54,639–\$134,714	
Computer Programmer (BA degree recommended)	\$53,576–\$142,506	
Computer Support Specialist (PC Specialist, Maintenance Technician)	\$33,198–\$106,160	

AREA OF STUDY

CAREER DESCRIPTIONS

CAREER OPPORTUNITIES

ANNUAL SALARY

REGIONAL DEMAND

Cosmetology



At CSM and Skyline, Cosmetology students can learn hair design, hair coloring, hair analysis, skin care, nail care, and aesthetic enhancement of the body. Admission to this program requires a supplementary application and students may not start core courses until admitted.

Esthetician	\$20,943–\$70,013	
Hair Stylist	\$18,269–\$47,903	
Spa Technician (Skyline only)	\$20,943–\$70,013	
Massage Therapist (Skyline only)	\$21,514–\$77,693	

Digital Media



These programs provide opportunities to build skills in emerging areas of the digital media world. Concentrations in specific areas are available and all students gain exposure to and skills in the broader employment opportunities across these industries

- ▲ Cañada College
- CSM
- Skyline

- ▲ 3d Animation
- ▲ Animator
- Announcer
- Audio Engineer
- Camera/Video Operator
- ▲ ● Digital Illustrator
- ▲ ● Digital Pre-press Operator
- ▲ ● Graphic Designer
- ▲ ● Graphic Production
- Lighting
- ▲ ● Multimedia Designer
- ▲ ● Photographer
- ▲ ● Production Assistant
- TV/Video Producer
- ▲ ● UI Designer
- Video Editor
- ▲ ● Web Designer
- ▲ ● Web Developer
- ▲ ● Web Production Artist



3D Animation & Video Game Artist	\$49,152–\$126,854	
Animator	\$49,152–\$126,854	
Announcer/ On-Camera Talent	\$21,584–\$72,338	
Audio Engineer or Sound Recordist	\$23,750–\$99,419	
Camera/Video Operator	\$27,047–\$100,755	
Multimedia/ Interactive Designer	\$35,800–\$108,495	
Digital Pre-press Operator	\$26,063–\$58,783	
Graphic Designers	\$35,800–\$108,495	
Graphic Production Artist	\$35,800–\$108,495	
Lighting Director	\$33,284–\$75,345	
Photographer	\$23,110–\$75,740	
Production Assistant	\$31,411–\$82,589	
TV/Video Producer	\$38,331–\$168,261	
Audio and Video Equipment Technicians	\$29,936–\$81,524	
User Interface Designer/ User Experience Designer	\$73,251–\$171,875	
UI/UX Designer	\$73,256–\$171,868	
Video Editor	\$36,339–\$108,253	
Web Designer/Developer	\$50,134–\$104,464	
Web Production Artist	\$50,134–\$104,464	

AREA OF STUDY

CAREER DESCRIPTIONS

CAREER OPPORTUNITIES

ANNUAL SALARY

REGIONAL DEMAND

Drafting Technology



Drafting is common to all manufacturing and construction activities. Careers can be found in a variety of businesses, as a CAD operator or drafting technician, with the potential to become a designer.

Drafting Technician/ CAD Operator	\$43,097– \$89,585.	<div style="width: 100%; height: 10px; background-color: orange;"></div>
Architectural Assistant/ Drafts Person	\$36,079– \$83,124	<div style="width: 25%; height: 10px; background-color: orange;"></div>
Landscape Architect	\$55,987–\$131,597	<div style="width: 15%; height: 10px; background-color: orange;"></div>

Early Childhood Education



This program prepares students for careers in the early care and childhood education field working with young children in ECE settings. Career opportunities include working with infants/toddlers, preschool or school-aged children and/or children with special needs. Operating a licensed family child care home is also an opportunity.

ECE Master Teacher	\$38,948–\$93,873	<div style="width: 100%; height: 10px; background-color: orange;"></div>
ECE Teacher	\$24,747–\$51,671	<div style="width: 100%; height: 10px; background-color: orange;"></div>
ECE Site Supervisor	\$38,948–\$93,873	<div style="width: 75%; height: 10px; background-color: orange;"></div>
ECE Program Director	\$38,948–\$93,873	<div style="width: 50%; height: 10px; background-color: orange;"></div>
Family Childcare Provider	\$18,244–\$38,737	<div style="width: 100%; height: 10px; background-color: orange;"></div>

Electronics Technology



This program prepares students for entry-level employment as an electronic technician in a variety of industries. Career Opportunities include: working as an engineering aide, a technician, or a manager in a particular area, such as communications systems, computer and digital systems, microwave, medical electronics, manufacturing, or precision instruments.

Electrical and Electronic Engineering Technician	\$42,006–\$92,925	<div style="width: 100%; height: 10px; background-color: orange;"></div>
Instrumental/Calibration Technician	\$27,194–\$57,235	<div style="width: 25%; height: 10px; background-color: orange;"></div>
Electro-Mechanical Technician	\$35,066–\$85,762	<div style="width: 15%; height: 10px; background-color: orange;"></div>
General Electronics Mechanic	\$34,804–\$79,336	<div style="width: 25%; height: 10px; background-color: orange;"></div>

Energy Systems Technology Management



This program prepares graduates for successful careers in the solar energy field. The program provides a comprehensive understanding of solar technology, from the technical design, cost estimation, and sales to hands-on installation of solar energy systems. Additionally, students learn the fundamentals of environmental and clean energy issues that drive increased interest in solar technology. The program also offers a seven-unit course which provides a foundation of knowledge and skills to sell and conduct home energy audits.

Solar Energy Technology Technician	\$28,071–\$53,044	<div style="width: 25%; height: 10px; background-color: orange;"></div>
Home Energy Auditor	\$30,254–\$84,058	<div style="width: 15%; height: 10px; background-color: orange;"></div>



AREA OF STUDY

CAREER DESCRIPTIONS

CAREER OPPORTUNITIES

ANNUAL SALARY

REGIONAL DEMAND

Engineering



Canada and CSM offer lower division courses required for transfer to bachelor degree programs in all engineering fields, including aerospace, biomedical, civil, chemical, computer, electrical, environmental, industrial, materials, mechanical, nuclear and petroleum. Jobs are available for engineers in private industry, local, State and Federal governments or as a private consultant.

Civil Engineering Technician	\$45,104–\$96,791	<div style="width: 25%; background-color: orange;"></div>
Environmental Engineering Technician	\$40,606–\$98,787	<div style="width: 25%; background-color: orange;"></div>
Electrical Engineering Technician	\$42,004–\$92,917	<div style="width: 50%; background-color: orange;"></div>
Mechanical Engineering Technician	\$35,301–\$82,005	<div style="width: 25%; background-color: orange;"></div>

Fashion/Design Merchandising



Careers in Fashion Design include artists, sketchers, cutters, sewers, assistant designers, pattern graders/makers, set and exhibit designers, fashion promotion, visual merchandising, fashion coordination, retail buying, and store management.

Fashion Designer	\$37,074–\$126,797	<div style="width: 25%; background-color: orange;"></div>
First-line Manager and Supervisor	\$27,005–\$70,710	<div style="width: 75%; background-color: orange;"></div>
Buyer	\$33,559–\$89,208	<div style="width: 50%; background-color: orange;"></div>
Fashion Merchandising	\$21,767–\$56,572	<div style="width: 50%; background-color: orange;"></div>
Theater Costuming	\$20,467–\$55,320	<div style="width: 25%; background-color: orange;"></div>
Pattern Maker	\$34,353–\$69,496	<div style="width: 25%; background-color: orange;"></div>
Fashion Illustrator	\$37,074–\$126,797	<div style="width: 25%; background-color: orange;"></div>
Apparel Product Developer	\$37,074–\$126,797	<div style="width: 25%; background-color: orange;"></div>

Fire Technology



Firefighters can specialize in areas of the fire service such as fire prevention, training, Emergency Medical Technician (EMT), and administration.



Emergency Medical Technician	\$21,709–\$77,276	<div style="width: 50%; background-color: orange;"></div>
Firefighter (CSM only)	\$63,190–\$119,007	<div style="width: 75%; background-color: orange;"></div>
Fire Inspector (CSM only)	\$61,571–\$132,423	<div style="width: 25%; background-color: orange;"></div>

Visit smccd.edu/careers for more information about any of the programs listed in this booklet.

AREA OF STUDY

Health Careers



- ▲ Cañada College
 - CSM
 - Skyline
-
- Emergency Medical Technology
 - Nursing (RN)
 - ▲ Nursing (BSN thru SFSU)
 - Surgical Technician
 - Respiratory Technician
 - ▲ Radiologic Technician
 - Dental Assisting
 - Sterile Processing Technology

CAREER DESCRIPTIONS

Careers in the health professions are among the fastest growing in Northern California and our Colleges offer a number of programs leading to careers in these professions. Many of these health career programs have a number of prerequisites which must be completed before a student enters the program. Some programs require a supplementary application. For more information, go to smccd.edu/careers.



CAREER OPPORTUNITIES

ANNUAL SALARY

REGIONAL DEMAND

Emergency Medical Technician	\$21,709–\$77,276	
Registered Nurse (RN-CSM); Nursing (BSN-Cañada through SFSU)	\$83,353–\$158,168	
Surgical Technician	\$45,631–\$89,420	
Respiratory Therapist	\$66,554–\$111,718	
Radiological Technician	\$50,106–\$117,496	
Phlebotomy Technician	\$29,090–\$56,550	
Dental Assistant	\$27,067–\$58,668	
Medical Assistant	\$28,103–\$55,415	
Central Services/ Sterile Processing	\$28,344–\$62,501	

Hospitality and Tourism Management



This is an exciting career pathway geared for individuals who enjoy constant change in the workplace and have a strong desire to give exemplary customer service. The Hospitality & Tourism (H&T) industry in California is thriving, with over 210,000 additional new jobs projected by 2017. One of those jobs could be yours, and Skyline college is offering the programs to get you there. Key growth areas in the industry include Hotels & Lodging, Meeting & Event Planning, Restaurants, Travel, Recreation and more. These are more than just jobs – the Hospitality & Tourism industry supports exciting, long-term careers with serious potential for upward mobility into leadership positions.

Front Desk Supervisor	\$20,655–\$40,001	
Restaurant Manager	\$33,705–\$84,934	
Guest Services Lead	\$20,655–\$40,001	
Banquet Captain	\$33,705–\$84,934	
Meeting and Event Planner	\$31,405–\$92,322	
Corporate Food Service Manager	\$21,666–\$53,545	
Housekeeping Supervisor	\$29,991–\$67,654	
Hotel/Resort Manager	\$33,795–\$102,087	
Event Coordinator	\$31,405–\$92,322	
Cafe Supervisor	\$21,666–\$53,545	



AREA OF STUDY

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Human Services



This Human Services curriculum trains individuals to provide value-based service for persons in need of temporary social, health and economic assistance. This program prepares students for various paraprofessional positions, such as social service intake specialist, or community health worker.

Social Science Research Assistant	\$24,596–\$71,537	
Social and Human Service Assistant	\$23,529–\$55,931	
Social Service Intake Worker	\$51,826–\$100,881	
Community & Social Service Specialist	\$28,916–\$78,301	

International Trade & Logistics



The International Trade/Logistics Program at Skyline College prepares students to function effectively in the global community for employment, continuing education and educational advancement in International Business, International Trade and International Logistics. The degrees for International Trade and International Logistics and Certificates (for Asian Business Practice, International Business, Import and Export and Legal Aspects of International Business) provide students with technical knowledge and skills for positions in International Marketing, Import and Export Management, Supply Chain Management, Legal Regulatory Compliance, Trade Finance and various international business support services and government agencies.

Export Sales Representative	\$21,356–\$52,843	
International Sales Assistant/Specialist	\$41,671–\$145,557	
International Shipping Assistant	\$41,671–\$145,557	
Import/Export Assistant/Specialist	\$21,356–\$52,843	
Customs Assistant/Specialist	\$41,671–\$145,557	
Customs Broker	\$41,671–\$145,557	
International Logistics, Ocean Freight Forwarding	\$30,758–\$71,675	
International Logistics Air Freight Forwarding	\$30,758–\$71,675	

Interior Design



Cañada’s Interior Design program trains students to be interior designers with emphasis in the residential sector, kitchen and bath and home stager. This program also trains space planners, architectural and CAD drafter/designer and freelance designers.

Lighting Design Manufacturer’s Representative	\$21,365–\$59,174	
Residential Interior Designer	\$39,366–\$107,280	
Commercial Interior Designer	\$39,366–\$107,280	
Kitchen & Bath Designer	\$23,988–\$102,943	
Green/Sustainable Designer	\$23,988–\$102,943	
Home Stager	\$23,988–\$102,943	



AREA OF STUDY

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Journalism



Individuals with a background in journalism have a wide variety of career opportunities working in advertising agencies, news agencies, corporate communication divisions, or for magazines, newspapers or online publications.

Announcer	\$21,584–\$72,338	
Reporter and Correspondent	\$25,526–\$90,918	
Photographer	\$23,110–\$75,740	
Public Relations Specialist	\$34,941–\$128,305	

Kinesiology



Kinesiology is the study of human movement and is designed for students who want to prepare for professions involving physical activity. Students will gain broad knowledge of the kinesiology sub-disciplines and learn to apply some concepts. Those sub-disciplines are history, anatomy, physiology, biomechanics, nutrition, physics, sociology, and psychology related to human movement. Career opportunities exist at schools, allied health facilities, private clubs, corporate environments and as an individual proprietor/contractor.

Fitness/Recreation Worker	\$17,976–\$40,873	
Umpire, Referee and Other Sports Official	\$27,488–\$59,899	
Personal Trainer/Aerobics Instructor	\$23,460–\$88,984	
Coach & Scout	\$20,465–\$66,176	
Pilates/Yoga/Group Exercise Instructor (CSM only)	\$23,460–\$88,984	
Activities Director	\$24,779–\$72,485	
Wellness Supervisor	\$24,779–\$72,485.	

Languages and American Sign Language



Studying a world language or American Sign Language (ASL) can lead to careers such as customs agent/inspector, foreign broadcast assistant, immigration inspector, or translator. In addition, knowing a modern language is a valuable skill in many careers.

Customs Agent	\$41,671– \$145,557	
Customs Assistant/Specialist	\$41,671– \$145,557	
Customs Broker	\$41,671– \$145,557	
Immigration Inspector	\$51,634–\$117,126	
Translator & Interpreter	\$27,182–\$71,934	

At our Colleges, you will benefit from small classes, individualized attention, and extensive student support services.

AREA OF STUDY

CAREER DESCRIPTIONS

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ANNUAL SALARY

REGIONAL DEMAND

Massage Therapy



The Massage Therapy Certificate Program is a 500-hour course completed in two semesters that develops skills and knowledge in Swedish & Deep Tissue massage therapy techniques. Program qualifies students for California Massage Therapy Certificate.

Massage Therapist	\$21,514–\$77,693	<div style="width: 100%; height: 10px; background-color: orange;"></div>
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Medical Assisting
(Please also see Health Careers)



Cañada and Skyline train individuals for career opportunities in physician's offices, clinic, hospitals, labs, medical publication firms, laboratories, public health agencies, or claims department of health insurance companies.

Medical Billing Specialist	\$31,968–\$80,414	<div style="width: 100%; height: 10px; background-color: orange;"></div>
Medical Coding Specialist	\$31,968–\$80,414	<div style="width: 100%; height: 10px; background-color: orange;"></div>
Medical Assistant	\$28,103–\$55,415	<div style="width: 100%; height: 10px; background-color: orange;"></div>
Medical Administrative Assistant	\$27,394–\$59,464	<div style="width: 100%; height: 10px; background-color: orange;"></div>

Music



Career opportunities include band, orchestra or recording musician; studio technician; or private instructor.

Musician and Singer	\$30,486–\$154,100	<div style="width: 100%; height: 10px; background-color: orange;"></div>
Sound Engineering Technicians	\$23,750–\$99,419	<div style="width: 100%; height: 10px; background-color: orange;"></div>
Electronic Music Specialist	\$30,486–\$154,100	<div style="width: 100%; height: 10px; background-color: orange;"></div>
Composer/ Songwriter	\$36,826–\$97,205	<div style="width: 100%; height: 10px; background-color: orange;"></div>

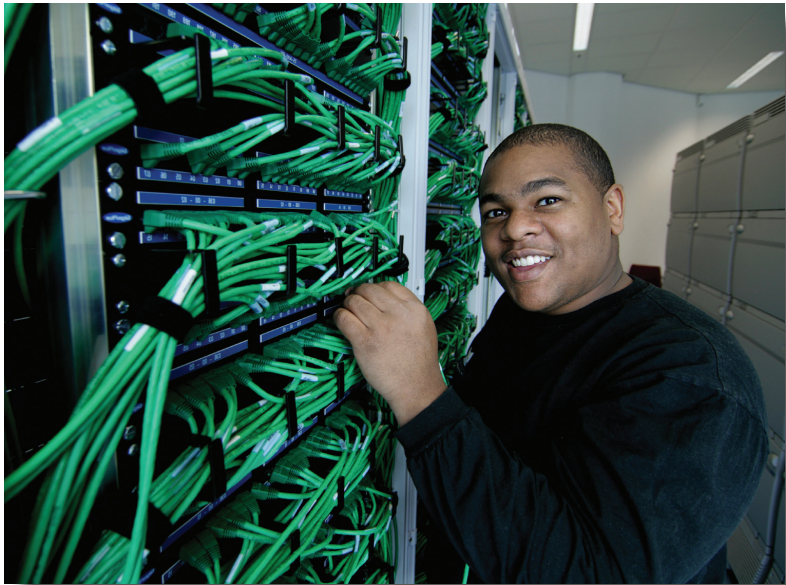
Paralegal



Career opportunities include paralegal, legal assistant, and legal support service worker, assisting attorneys in both civil and criminal matters, interviewing clients, and preparing legal documents.

Lawyer's Assistant	\$34,952–\$86,774	<div style="width: 100%; height: 10px; background-color: orange;"></div>
Paralegal and Legal Assistant	\$37,052–\$98,992	<div style="width: 100%; height: 10px; background-color: orange;"></div>





NAME _____

ADDRESS _____

CITY _____ STATE _____ ZIP CODE _____

PLACE
POSTAGE
HERE

**San Mateo County
Community College District**
SMCCCD Careers
3401 CSM Drive
San Mateo, CA 94402

AREA OF STUDY

CAREER DESCRIPTIONS

CAREER OPPORTUNITIES

ANNUAL SALARY

REGIONAL DEMAND

Real Estate



Opportunities include salesperson, employment with developers, land buying corporations, and government agencies. Additional opportunities include appraiser, escrow officer, loan officer, mortgage broker, and property manager. Demand for these jobs fluctuates with the market.

Real Estate Agent	\$24,574–\$110,589	
Real Estate Broker	\$33,780–\$131,349	
Appraiser	\$47,811–\$113,545	
Property Manager	\$30,236–\$142,778	
Mortgage Broker	\$33,713–\$69,035	
Loan Officer	\$35,150–\$148,358	

**Telecommunications and
Network Information
Technology**



Many career opportunities exist in this field, including installer, technician, equipment operator, communications manager, programmers, and power distributors and dispatchers.

Dispatchers	\$25,865–\$74,765	
Telecommunications Equipment Installer and Repairer	\$38,651–\$80,082	

* Salary and job demand data are from Economic Modeling Specialists Inc. (EMSI), with permission, and from other market sources. EMSI provides comprehensive data on job openings and related salary info based on more than 70 sources of data, including Labor Market Information, local reports and IPEDS. San Francisco Metropolitan Statistical Area and San Jose Metropolitan Statistical Area are combined to provide the salary and job information for this matrix.

** Regional demand data is based on the annual number of new jobs projected from 2013 to 2017, plus the number of replacement jobs.

Complete and return for more information

Name: _____
Last First Middle

Mailing Address: _____
Address City State Zip

Phone: () _____ - _____ Email: _____

Currently attending school? (Circle One) Yes No

Name of school: _____

Which of the following best describes your current situation and reasons for continuing your education? (Check all that apply)

Changing careers Updating professional skills Working toward promotion

Working toward a degree or certificate? (Circle One) Yes No

If yes, which one _____

Personal interest Other _____

If you would like further information on any of the programs in this Guide, please tell us which ones: _____

